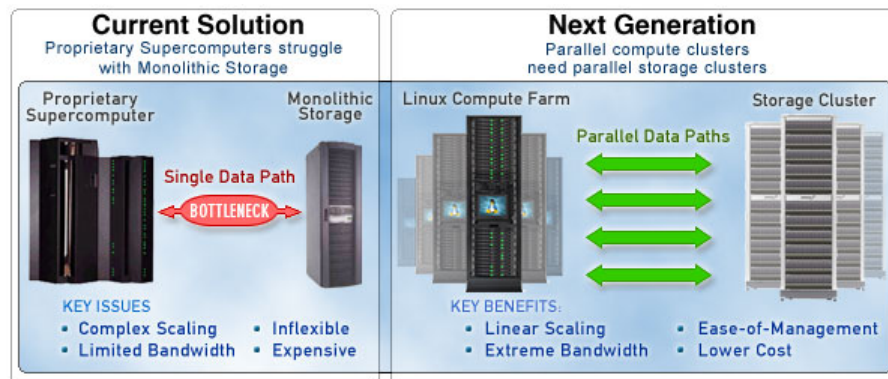# Panasas Overview

Panasas offers the world's most scalable and agile storage network. By combining a distributed file system with smart hardware, the Panasas appliance delivers exceptional scaling in capacity and performance while extending appliance-like ease-of-manageability beyond a single box to a virtually boundless storage system. In short, the Panasas system is designed for customers who demand highly scalable, yet easily manageable storage networks. This industry-leading system will be available in 2003.

Key benefits of the Panasas appliance include:

- *Unprecedented scaling*
- *Appliance-like management of a virtually boundless system*
- *Breakthrough clustering for high availability*
- *Total Cost of Ownership (TCO) improvement over leading 1st generation NAS*

A fundamental change is occurring in the large-scale computing landscape. Traditional proprietary systems are being replaced with Linux grid cluster architectures. These clusters deliver new levels of performance and availability at a dramatically more affordable price point. The natural next-step for customers is to look for these same benefits in their attached storage systems.

However, today's first-generation, monolithic NAS systems are limited in their ability to scale and effectively handle the large bandwidth requirements of Linux cluster storage. Further, customers require a unified storage system capable of balancing capacity and performance growth while ensuring high availability, consolidated backup and ease of management. The Panasas ActiveScale Appliance breaks through the barriers of today's monolithic NAS systems to deliver these compelling benefits, allowing customers to optimize their storage infrastructure with their computing environment.

Panasas Scalable and Agile Storage

The Panasas storage system is based on smart distributed software for seamless and continuous growth in both capacity and performance. This enhances system functionality while eliminating the management complexity of having to manually move data between discrete volumes within a system or between discrete storage systems, when typical capacity and performance bottlenecks occur.

File system activity is distributed between Panasas smart drives, Panasas storage managers and customers' servers. Because of the intelligence of the Panasas system, smart drives and storage managers can be seamlessly added to the system to simultaneously scale both capacity and performance. Most importantly, capacity is added transparently to the users of the Panasas system. Capacity is able to grow within a single seamless name space every time new smart drives are added.

Customer benefit: users/IT administrators and applications never run into physical capacity and logical volume limitations as they do with today's systems. The Panasas system also dynamically moves data between smart drives to rebalance the system workload for optimal performance. The combined effect of

these functions simplifies the process of building and maintaining an optimized storage network. Panasas estimates that customers will achieve a 33% reduction in the cost of managing their storage systems as a result of the higher intelligence inherent in the Panasas design.

Panasas develops leading-edge systems within a standards-based framework allowing customers to maximize their return on infrastructure investment. Everything from the components used to the protocols supported are industry standard and will integrate seamlessly into all customer environments. For example, Panasas supports NFS and CIFS network file system protocols for UNIX and Windows client access, NDMP protocol for backup and Ethernet-based TCP/IP for connectivity.

Panasas Management Team

Panasas combines extraordinary technical vision with a proven track record for business excellence. The management team has served in leadership roles at world-class companies.

- *Rod Schrock, President & CEO* – Director, COX Communications. Formerly Senior VP, Compaq Computer Corporation and President & CEO of AltaVista Company; Pioneered X86-based network servers and led $4 Billion Consumer Group

- *Garth Gibson, Ph.D., Founder & CTO* – Established Carnegie Mellon University Parallel Data Lab, pioneered research on RAID disk arrays (IEEE award)

- *Paul Mitalas, Senior VP, Engineering* – Former Senior VP, LightWorks Solutions, CIENA Corporation and VP, Engineering at ONI

- *Andrew Page*, *CFO and VP Business Strategy* – Former VP, Business Development at ONI Systems Corp. and Managing Director & Head of the Global Communications Group at Robertson Stephens

- *Paul Gottsegen, VP Marketing* – Previously VP, North America Intel-based Servers for Compaq

- *Mike Heald, VP Worldwide Sales and Service* – Formerly VP, Enterprise Sales for Compaq

- *Lewie Newcomb, VP Product Development & Operations* – Formerly Eng. Director, Compaq Consumer Products

- *Lyn Christensen, VP Human Resources* – Previously VP, Human Resources, Alta Vista

Funding

The company is one of the best-funded startups in Silicon Valley after receiving $32.5 million in its Series C financing round. This adds to the $28.3 million in its Series B round and $11 Million in a Series A round and brings the total funding to date to over $72.5 million.   Leading investors include: Mohr, Davidow Ventures, Carlyle Venture Partners, Centennial Ventures, Goldman Sachs, Evercore Limited Partner, Novak-Biddle Venture Partners and Intel Capital.

Summary

Panasas is pioneering the world's most scalable and agile storage network backed by an enduring company dedicated to supporting our customers in their use. Five years of intensive research and more than 150 person-years of development time have created a distributed file system and smart hardware combination that heralds the new generation in highly scalable, yet easily manageable storage networks.

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